

Message Text

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PAGE 01 LAGOS 04324 080921Z
ACTION AF-10

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FM AMEMBASSY LAGOS
TO SECSTATE WASHDC 7694
INFO USDOC WASHDC

UNCLAS LAGOS 04324

E.O. 11652: N/A
TAGS: BEXP, ELTN, MASS, NI
SUBJECT: NIGERIAN ARMY REQUESTS TECHNICAL EXPERT FROM AMERICAN
MOTORS GENERAL

STATE PASS TO: GEORGE W. STEGGLES
VICE PRESIDENT - INTERNATIONAL
A.M. GENERAL CORPORATION
32500 VAN BORN ROAD
WAYNE, MICHIGAN 48184

USDOC FOR BED/SIPS

1. IN TWO RECENT MEETINGS WITH EMBASSY, NIGERIAN ARMY CHIEF OF
STAFF DANJUMA HAS MADE THOROUGH CRITIQUE OF VEHICLE MANUFACTURERS
PERFORMANCE IN FOLLOW UP TO SALES OF EARLY 1976.

2. ON THE WHOLE THE ARMY BELIEVES AMG HAS DONE WELL. HOWEVER,
THERE IS A BASIC PROBLEM WITH PARTS. THE ARMY STATES THAT IT
HAS BOUGHT AN EXCESSIVE AMOUNT OF PARTS WHICH DO NOT APPEAR
TO BE NEEDED. CONVERSELY IT IS UNDERSUPPLIED WITH PARTS WHICH
ARE IN HIGH DEMAND. THE SHORTAGE OF THE LATTER PARTS IS CAUSING
A LARGE NUMBER OF BUSES TO BE PUT OUT OF SERVICE.

3. IN ADDITION, THE ARMY CITES DIFFICULTIES IN AMG SUSPENSION AND
AIR CONDITIONING SYSTEMS. THE LOW CHASSIS DESIGN OF THE BUSES
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WILL ALSO MAKE IT NECESSARY FOR THEM TO SERVE ONLY IN URBAN
AREAS. THE QMG FURTHER POINTS OUT THAT THE 20 VIP BUSES WHICH
WERE ORDERED WITH SPECIAL EQUIPMENT WERE NOT FITTED AS ORDERED:
THE ARMY, THEREFORE, WISHES TO NEGOTIATE A REBATE.

4. IN ORDER TO REMEDY THE SITUATION, THE ARMY WOULD LIKE TO HAVE
A VISIT FROM A TOP QUALITY TECHNICAL EXPERT FROM AMG ASAP. HIS

MAIN TASK WOULD BE TO ADVISE ON WHAT SHOULD BE ORDERED AND STOCKED. HE WOULD ALSO BE ASKED TO HELP RESOLVE THE OTHER PROBLEMS MENTIONED ABOVE. GENERAL DANJUMA AND STAFF NOTED THAT THERE HAS BEEN NO TECHNICAL AMG ADVISOR IN NIGERIA FOR THE PAST YEAR.

5. NEEDLESS TO SAY, I WOULD LIKE TO ASSIST IN ANY WAY I CAN. PLEASE ADVISE ON ARMY'S REQUEST AND I WILL RELAY MESSAGE TO GENERAL DANJUMA. BEST REGARDS, CAHILL, U.S. EMBASSY, LAGOS.
EASUM

NOTE BY OC/T: PASSED ABOVE ADDRESSEE.

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